



Teleport Communications Group
1000 Town Center, Suite 1100
Southfield, MI 48075-1193
Tel: 810.827.0100
Fax: 810.827.1244

January 9, 1996

Carl Schoeninger
Schoeninger & Erwin
3000 Town Center, Suite 2420
Southfield, MI 48075

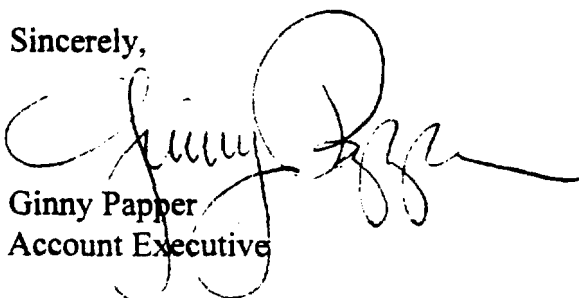
Dear Carl:

Thank-you for taking the time to talk with me this morning. I hope you will take a few minutes to review the attached and consider the benefits of TCG as your choice for local phone service.

- **CHOICE**
TCG is an alternative to Ameritech for local phone service. This means local access diversity to ensure that there will always be service.
- **RELIABILITY**
TCG provides 100% fiber optic redundant systems. We can identify and repair problems ever before your service is jeopardized.
- **SAVINGS**
TCG offers cost savings for zone and local calls. Under .044¢ per minute for zone calls and under .077¢ per local call.

I look forward to a chance to learn more about your business and telecommunication needs. If you have any questions, please call me 810 827 0136.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ginny Papper', is written over the typed name and title.

Ginny Papper
Account Executive



Today, Your Business Has A Choice In Local Telecommunications Services

Times have changed. Remember when you had no choice in long distance carriers? Well, now you do.

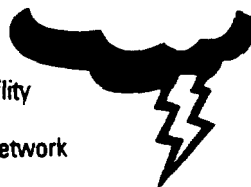
And remember when you had no choice in local telecommunications services? That's changed too. Businesses are no longer dependent solely on the local telephone company for local services. And with

today's voice and data traffic too important to trust to one carrier, a growing number of companies from coast-to-coast have diversified, selecting TCG as an essential part of their disaster-resistant local telecommunications network.

Given a choice, the world's largest banks, financial service companies and

long distance carriers, as well as many other businesses, have chosen TCG for:

- Diversity in local private line and enhanced local switched telecommunications services
- Disaster-resistant network reliability
- Unmatched service quality and network availability through fiber optics and digital switching
- Exceptional customer service



Experienced TCG personnel will help you design cost effective local private line or enhanced switched service solutions.



Leading The Way In Competitive Local Telecommunications Services

The pioneer of the competitive local telecommunications services industry, Teleport Communications Group (TCG) introduced the business community to the benefits of reliable, high-quality local private line and enhanced switched connections, backed by fast, responsive service — all at competitive prices. Today, TCG offers local voice, data and video telecommunications services, including:

- Digital private lines
- Enhanced local switched telecommunications services with ISDN and SS7 capability
- Telecommunications facility management

As the largest and most experienced provider of competitive local services, TCG has developed advanced all-fiber optic networks in and around major cities throughout the U.S. . . networks that are expanding rapidly and serving a growing number of businesses in these areas. And through our interconnection with the other local networks, TCG can provide service to locations not served directly by our network.

Diversity: The Key To Safeguarding Your Local Lines

Telecommunications services are easily taken for granted — until they go down. What happens when you can't call vendors or place orders? Or worse, when customers can't call you? Before it happens, protect your business and diversify — use TCG.

When you're connected to TCG, you don't need to depend solely on the local telephone company for your local services. Your calls are routed seamlessly by TCG to multiple local telephone company exchanges and long distance carrier switching centers . . . giving your business critical protection against catastrophic outages.

Network Quality: TCG Sets The Standard For Quality Service

Customers served by TCG depend on us for virtually perfect service. In each TCG city, our all-fiber digital network delivers unsurpassed quality. Day in and day out, we operate at less than one errored bit in 100 billion — a remarkable achievement and benchmark for the entire industry!

Network Reliability: Fully Redundant, Carefully Monitored

TCG's outstanding network reliability is the product of advanced technologies. Fully redundant electronics ensure that no single component failure can cause a customer service problem. Similarly, our



Our networks are engineered to keep your communications flowing.

"self-healing" backbone fiber optic network in each city is made up of diversely routed cables so that a cable cut won't affect service.

Keeping networks operating at peak efficiency begins in TCG's Network Management Center (NMC). Here, network analysts provide real time alarm, status and performance information for each TCG circuit and piece of equipment in each of our networks. Staffed 24 hours-a-day, seven days-a-week, the NMC supplements the TCG local control center in each city.

Responsive Customer Service: An Important Difference Between TCG And Everyone Else

Whether it's meeting a tight installation deadline, or working late into the night to solve a customer's problem, TCG employees do what's needed to finish the job. After all, you don't become the nation's largest competitive local carrier without providing extraordinary customer service.

From national account programs and account management to consultative selling and customized billing, the customer always comes first with TCG.

Advanced Technology: Benefiting Our Customers

TCG leads the industry in deploying technology and designing services to benefit our customers and meet their needs.

For example, when customers needed higher speed digital transmission capacity, we were the first local carrier in the country to introduce 45 megabits per second service. When customers asked for lower speed but more flexible bandwidth, we introduced Fractional DS1 local private line services. And when customers wanted to link their Local Area Networks (LANs) more efficiently, we responded with LANLINK at 4, 10 or 16 megabits per second service at native LAN speeds.

In addition, unlike telephone companies, only TCG addresses the needs of international companies by offering local digital links at the European-standard E1 speed of 2.048 megabits per second. We were one of the first local carriers to provide access to international ISDN (Integrated



Around-the-clock monitoring of your network in TCG's Network Management Center.

Services Digital Network). And the company is now positioning its networks — and its customers — for easy migration to the SONET (Synchronous Optical Network) standard which permits higher transmission capacities and more detailed network performance monitoring.

Comprehensive Service Offerings: Businesses Count On TCG For Local Telecommunications Needs

TCG can provide advanced fiber optic digital technology directly to your floor with comprehensive services that include:

- Installation of circuits
- Alternative routing
- Secure access
- On-line diagnostics
- On-site repairs and maintenance
- Planning and customized solutions

In addition, our ability to structure service to fit the customer's exact needs means that we can offer competitive rates and keep the customer's capital outlay to a minimum. And, whether you select TCG's private line or enhanced local switched telecommunications services, your telephones work the same as always: You pick up the phone and make the call; TCG makes the connection — every time, all the time.

Switched Services That Meet Your Business Needs



Through our wide range of enhanced local digital telecommunications services, TCG offers flexible solutions that help your business meet its telecommunications needs. TCG services include PBX access trunks and feature-rich voice and data Centrex service — as well as the ability to customize applications to meet your business needs.

TeleXpress™ Service

If your company uses a PBX, you can connect to TCG's switching centers using a TeleXpress DS1 or Fractional DS1 circuits over TCG's fiber optic network. And when you do, you tap into a network designed to handle all the calls you make: TeleXpress Service provides reliable, disaster-resistant local calling capability, as well as access to the long distance carrier of your choice.

TCG Centrex™ Service

TCG Centrex Service includes auxiliary lines, analog lines, digital voice-only services with multiple line appearances, Basic Rate Interface (ISDN-BRI) lines for voice and data applications and customized billing and reporting.

This service offers the features and functions normally found in a PBX. It is designed for customers who do not want to own and operate a PBX; customers with a PBX who need diversity and protection in case of catastrophe; or customers who want to supplement a fully utilized PBX.

For TCG Centrex customers, station equipment (telephone sets) is optional and may be either leased or purchased. TCG Centrex customers may also select voice messaging and customer-controlled Recent Change. In addition, they may purchase DS1 access to the interexchange carriers for the delivery of their long distance traffic, or they may utilize 1+ dialing.

Extended Area Service Regional Calling

Extended Area Service (EAS) is a regional calling plan for PBX users and TCG Centrex subscribers.

Plan I — a volume-based, flat rate for customers with large calling volumes. It is tied to minutes of use, not call destination.

Plan II — a discount plan with distance-sensitive pricing.

Plan III — customers can select a combination of Plans I and II depending on their particular calling needs.

TCG's private line customers include companies that cannot take a chance with interruptions to voice and data service — companies like the largest interexchange carriers and major financial institutions throughout the U.S. These organizations count on TCG for highly reliable transmission of voice, data and video services; for the security of having diversely-routed facilities; and for the flexibility of turning up new circuits in as little as 24 hours.

DS3 Services Help IXCs And Large Corporations Handle Heavy Traffic Volume

TCG's high-capacity DS3 services are used primarily by interexchange carriers and large companies with heavy telecommunications traffic between two or more locations.

Used on a point-to-point or hubbed basis, DS3 channels are capable of transmitting data at speeds of 45 megabits per second, many times the capacity of standard copper facilities. DS3 digital channels support any combination of DS1 and DS2 channels up to 45 megabits per second. In addition, they may be subdivided into 672 voice grade equivalent channels.



TCG makes it easy to send high volumes of traffic.

TCG's Mid-Range Service Includes A Selection Of DS1 Options

TCG's DS1 services are designed for customers with high volume traffic to either an interexchange carrier's point-of presence (POP) or other customer locations. This service is effectively used by corporations, universities and government agencies for

their LAN interconnections and corporate backbone networks.

DS1 circuits are digital channels capable of transmitting data at a speed of 1.544 megabits per second. Each DS1 channel can be subdivided into 24 voice grade channels.

Fanout DS1 Service allows customers to aggregate up to 28 DS1 channels from multiple locations into a single DS3 channel terminating in one location.

DS1E Service is a high capacity European standard DS1 channel which transmits data at 2.048 megabits per second. Targeted to international companies with overseas networks, this economical service eliminates the additional cost of electronics equipment required when doing business in European standard countries.

Typical DS0 Applications Include FX Lines, Tie Lines, PBX Connections and More

DS0 services meet the needs of customers with lesser volumes of voice and data traffic, and are offered in a variety of data rates below 1.544 megabits per second.

"Voice Grade" DS0 services (2-wire and 4-wire) are available on a digital or analog basis to interface with a variety of customer premises equipment. Typical voice applications include:

- Foreign exchange lines and tie lines
- Ringdown circuits and "hoot & holler" circuits



For a growing number of companies, TCG is an essential part of their disaster-resistant local telecommunications network.

Digital Data Services are offered at transmission speeds of 2.4, 4.8, 9.6, 19.2, 56 and 64 kilobits per second. In addition, TCG provides Fractional DS1 service in multiples of 56 and 64 kilobits per second up to 1.544 megabits per second.

Basic DS0 Service is a point-to-point DS0 channel provided at any of the speeds specified above.

Fanout DS0 Service allows a customer to aggregate up to 24 DS0 channels from multiple locations into a single DS1 channel that terminates in one location. This service gives customers the control they need to more cost-effectively manage network growth and applications.

Channelized DS1 Service is a DS1 circuit which terminates in a DS1/DS0 channel bank at the customer's premises. A customer can terminate up to 24 customer-provided DS0 circuits on this channel bank and carry that traffic over the TCG network to a common location.

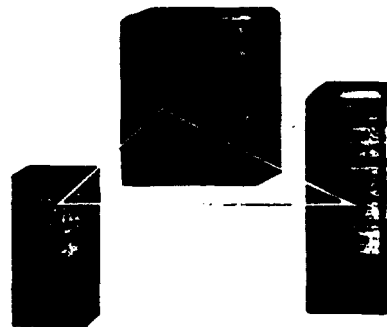


**Broadcast Quality Video
Services
Available From TCG**

Another private line offering from TCG is its broadcast quality, analog video channel. The company's Video Service includes a point-to-point video channel and two audio subchannels. Additional audio channels may also be purchased.

**LANLINK™ Helps Customers
Connect High Speed
Local Area Networks**

LANLINK provides point-to-point or point-to-multipoint connectivity between a customer's Ethernet or Token Ring Local Area Networks (LANs) at speeds of 4, 10 or 16 megabits per second. As TCG's first enhanced data service, LANLINK lets customers connect their LANs seamlessly and with more efficient use of bandwidth.



Put TCG To Work For Your Business*

You have a growing choice today in local telecommunications service. For interexchange carriers, major banks, credit card companies, securities firms and hundreds of other businesses, TCG is now the local telecommunications service provider of choice — a true partner in your business communications.

Diversity, quality, reliability, responsive service, advanced technology and comprehensive service offerings — all at competitive rates — good reasons why businesses from coast-to-coast trust TCG.

Call us today.

Getting Started With TCG

For more information about TCG services, call us at:

1-800-628-5608



Teleport Communications

G R O U P

CONFIDENTIAL

TO: Kelly Fennell
FROM: Account/Territory Manager Name PAUL MISURACA
SUBJECT: Competitive Activity
DATE: Today's date

The competitive activity for basic local exchange service listed below has occurred/is occurring within my account:

CUSTOMER NAME: Booth Communications

CUSTOMER LOCATION (include exchanges affected):

ADDRESS: Ann Arbor, Flint etc.

EXCHANGES: 313-994 etc.

COMPETITOR: TCG, Brooks Fiber.

COMPETITIVE OFFER: - ADTS type service - \$395 per month
- Local calls - 6.5¢ per call.
- Zone + Toll calls - 5¢ per min
w/ sliding scale

STATUS OF SITUATION: We are in position to to
retain the business - 4.3¢
still pending per min.

SIGNATURE OF AM/TM: Paul Misuraca

CONFIDENTIAL

TO: Kelly Fennell
FROM: Janet Baccanari
SUBJECT: Competitive Activity
DATE: September 9, 1996

The competitive activity for basic local exchange service listed below has occurred/is occurring within my account:

CUSTOMER NAME: Rouge Steel Company

CUSTOMER LOCATION (include exchanges affected):

ADDRESS: 3001 Miller Road, Dearborn, MI

EXCHANGES: 313-322

COMPETITOR: TCG

COMPETITIVE OFFER: TCG's proposal (3 year contract):

Local calls: .07 each call

T1 access: (included)

Billing: Local Call Detail (inc)

STATUS OF SITUATION: Ameritech ICB (3 yr contract):

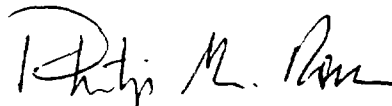
Local calls: .068 each call

minimum 1,000,000

local calls annually

Awaiting rate restructure.

SIGNATURE OF SM:



CONFIDENTIAL

CONFIDENTIAL

TO: Kelly Fennell
FROM: Account/Territory Manager Name DON DIKE
SUBJECT: Competitive Activity
DATE: Today's date 9-9-96

The competitive activity for basic local exchange service listed below has occurred/is occurring within my account:

CUSTOMER NAME: NOVI COMMUNITY SCHOOLS

CUSTOMER LOCATION (include exchanges affected):

ADDRESS: 25345 TAFT ROAD, NOVI, MI 48374

EXCHANGES: (810) 449

COMPETITOR: TCL

COMPETITIVE OFFER: - LOCAL USAGE \$0.0775

- INTRALATA USAGE \$0.044

- T-1 \$575.00 EACH

- ONE YEAR CONTRACT, BILLING ON CD

STATUS OF SITUATION: PENDING CUSTOMER DECISION

SIGNATURE OF AM/TM:

Don DiKE



TCG DETROIT
Switched Services Quotation
for
Suburban Olds Cadillac

315-203-619 756

January 30, 1996

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
FGA Toll	16799.0	\$0.0499	\$838.27	
DOD Zone*	688.1	\$0.1050	\$72.25	
DOD Toll	352.0	\$0.1099	\$50.00	
Local Calls	10814.0	\$0.0842	\$910.54	
				\$1,871.06
CO lines	4.0	\$19.25	\$77.00	
FGA lines	5.0	\$23.02	\$115.10	\$192.10
Ameritech TOTAL				\$2,063.16

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes**	17839	\$0.050	\$891.96	
Local Calls	10814	\$0.088	\$951.63	
		Total	\$1,843.59	
Less Discount of		16%	\$294.97	
				\$1,548.61
TeleXpress	1.0	\$360.00		\$360.00
TCG TOTAL				\$1,908.61

Monthly Savings with TCG	\$154.55
% Savings	7%
TCG Annual Savings	\$1,854.56

* Estimated

** All TCG rates are based on Peak Hours

There is a one time installation of \$1,000 for each TeleXpress Circuit

This quotation is valid for a period of 30 days. Additional equipment, vendor hardware, coordination and/or installation charges may be incurred to connect the TCG Detroit point of demark at the building's RJ jack to your specific telephone system interface.



TCG DETROIT
Switched Services Quotation
for
Fischer Body Refinishing

*7 lines in
cellular
Fischer
2000
- #11111111*

January 30, 1996

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
AT&T Toll	1032.1	\$0.1400	\$144.49	
DOD Zone/Toll*	4787.8	\$0.1150	\$550.60	
Local Calls	7812.0	\$0.0842	\$657.77	
				\$1,352.86
CO lines	2.0	\$19.50	\$39.00	\$39.00
Ameritech TOTAL				\$1,391.86

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes*	5820	\$0.050	\$290.99	
Local Calls	7812	\$0.088	\$687.46	
		Total	\$978.45	
Less Discount of		12%	\$117.41	
				\$861.04
TeleXpress	1.0	\$360.00	-	\$360.00
TCG TOTAL				\$1,221.04

Monthly Savings with TCG	\$170.82
% Savings	12%
TCG Annual Savings	\$2,049.88

* Estimated

** All TCG rates are based on Peak Hours

There is a one time installation of \$1,000 for each TeleXpress Circuit

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TCG DETROIT
Switched Services Quotation
for
SUBURBAN MOTORS
Troy Facilities

no IC calls

January 30, 1996

643-0880
643-8220

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
FGA Toll	35079.0	\$0.0603	\$2,116.04	
DOD Zone/Toll*	13714.5	\$0.1175	\$1,611.72	
Local Calls	33093.0	\$0.0842	\$2,786.43	
				\$6,514.19
CO lines	5.0	\$19.25	\$96.25	
FGA lines	13.0	\$23.02	\$299.26	\$395.51
Ameritech TOTAL				\$6,909.70

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes**	48794	\$0.050	\$2,439.70	
Local Calls	33093	\$0.088	\$2,912.18	
		Total	\$5,351.88	
Less Discount of		28%	\$1,498.53	
				\$3,853.36
TeleXpress	1.0	\$360.00		\$360.00
Centrex ARS***	1.0	\$360.00		\$360.00
TCG TOTAL				\$4,573.36

Monthly Savings with TCG	\$2,336.34
% Savings	34%
TCG Annual Savings	\$28,036.13

* Estimated

** All TCG rates are based on Peak Hours

*** Monthly Ameritech charge for TeleXpress connection to Centrex

There is a one time installation of \$1,000 for each TeleXpress Circuit and a
This quotation is valid for a period of 30 days. Additional equipment, vendor hardware,
coordination and/or installation charges may be incurred to connect the TCG Detroit point of
demark at the building's RJ jack to your specific telephone system interface.



TCG DETROIT
Switched Services Quotation
for
Saturn of Southgate

January 30, 1996

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
FGA Toll	4681.0	\$0.0699	\$327.20	
DOD Zone/Toll*	941.1	\$0.1050	\$98.82	
Local Calls	3016.0	\$0.0842	<u>\$253.95</u>	
				\$679.97
FGA lines	2.0	\$23.02	<u>\$46.04</u>	\$46.04
Ameritech TOTAL				\$726.01

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes**	5622	\$0.050	\$281.11	
Local Calls	3016	\$0.088	<u>\$265.41</u>	
		Total	<u>\$546.52</u>	
Less Discount of		12%	<u>\$65.58</u>	
				\$480.93
TeleXpress	1.0	\$550.00		<u>\$550.00</u>
TCG TOTAL				\$1,030.93

Monthly Savings with TCG	(\$304.92)
% Savings	-42%
TCG Annual Savings	(\$3,659.09)

* Estimated

** All TCG rates are based on Peak Hours

There is a one time installation of \$1,000 for each TeleXpress Circuit

This quotation is valid for a period of 30 days. Additional equipment, vendor hardware, coordination and/or installation charges may be incurred to connect the TCG Detroit point of demark at the building's RJ jack to your specific telephone system interface.

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CONFIDENTIAL



TCG DETROIT
Switched Services Quotation
for
Suburban Toyota

33 702-6297 748

January 30, 1996

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
FGA Toll	10369.0	\$0.0699	\$724.79	
DOD Zone*	2249.0	\$0.1050	\$236.14	
DOD Toll	1362.0	\$0.1360	\$185.23	
Local Calls	4897.0	\$0.0842	\$412.33	
				<u>\$1,558.49</u>
FGA lines	2.0	\$23.02	\$46.04	\$46.04
Ameritech TOTAL				\$1,604.53

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes**	13980	\$0.050	\$699.00	
Local Calls	4897	\$0.088	\$430.94	
		Total	\$1,129.93	
Less Discount of		12%	\$135.59	
				<u>\$994.34</u>
TeleXpress	1.0	\$360.00		\$360.00
TCG TOTAL				\$1,354.34

Monthly Savings with TCG	\$250.19
% Savings	16%
TCG Annual Savings	\$3,002.31

* Estimated

** All TCG rates are based on Peak Hours

There is a one time installation of \$1,000 for each TeleXpress Circuit

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CONFIDENTIAL



TCG DETROIT
Switched Services Quotation
for
SUBURBAN MOTORS
Farmington Hills Facilities

CAFE

23 203-6196 035

January 30, 1996

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
FGA Toll	20625.0	\$0.0699	<u>\$1,441.69</u>	
DOD Zone/Toll*	2418.6	\$0.1150	<u>\$278.14</u>	
Local Calls	9871.0	\$0.0842	<u>\$831.14</u>	
				<u>\$2,550.97</u>
FGA lines	7.0	\$23.02	<u>\$161.14</u>	<u>\$161.14</u>
Ameritech TOTAL				\$2,712.11

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes**	23044	\$0.050	<u>\$1,152.18</u>	
Local Calls	9871	\$0.088	<u>\$868.65</u>	
		Total	<u>\$2,020.83</u>	
Less Discount of		16%	<u>\$323.33</u>	
				<u>\$1,697.50</u>
TeleXpress	1.0	\$450.00		<u>\$450.00</u>
Centrex ARS***	1.0	\$300.00		<u>\$300.00</u>
TCG TOTAL				\$2,447.50

Monthly Savings with TCG	\$264.61
% Savings	10%
TCG Annual Savings	\$3,175.32

* Estimated.

** All TCG rates are based on Peak Hours.

*** Monthly Ameritech charge for TeleXpress connection to Centrex

There is a one time installation of \$1,000 for each TeleXpress Circuit.

This quotation is valid for a period of 30 days. Additional equipment, vendor hardware, coordination and/or installation charges may be incurred to connect the TCG Detroit point of demark at the building's RJ jack to your specific telephone system interface.

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CONFIDENTIAL



TCG DETROIT
Switched Services Quotation
for
Saturn of Troy

313 702-5278 772

January 30, 1996

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
FGA Toll	3646.0	\$0.0699	\$254.86	
DOD Zone/Toll*	2341.7	\$0.1150	\$269.30	
Local Calls	4388.0	\$0.0842	<u>\$369.47</u>	
				\$893.63
FGA lines	2.0	\$23.02	<u>\$46.04</u>	\$46.04
Ameritech TOTAL				\$939.67

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes**	5988	\$0.050	\$299.39	
Local Calls	4388	\$0.088	<u>\$386.14</u>	
		Total	<u>\$685.53</u>	
Less Discount of		12%	<u>\$82.26</u>	
				\$603.27
TeleXpress	1.0	\$360.00		<u>\$360.00</u>
TCG TOTAL				\$963.27

Monthly Savings with TCG	(\$23.60)
% Savings	-3%
TCG Annual Savings	(\$283.23)

* Estimated

** All TCG rates are based on Peak Hours

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CONFIDENTIAL



TCG DETROIT
Switched Services Quotation
for
Suburban Nissan Volkswagen

33 201-1774 239

January 30, 1996

3 Year Term

Ameritech	Units	Base Rate	Extended Cost	Total
FGA Toll	4265.0	\$0.0699	\$298.12	
DOD Zone*	901.8	\$0.1150	\$103.71	
Local Calls	5182.0	\$0.0842	<u>\$436.32</u>	
				\$838.16
FGA lines	2.0	\$23.02	<u>\$46.04</u>	\$46.04
Ameritech TOTAL				\$884.20

TCG	Units	Base Rate	Extended Cost	Total
EAS Minutes**	5167	\$0.050	\$258.34	
Local Calls	5182	\$0.088	<u>\$456.02</u>	
		Total	<u>\$714.36</u>	
Less Discount of		12%	<u>\$85.72</u>	
				\$628.63
TeleXpress	1.0	\$360.00		<u>\$360.00</u>
TCG TOTAL				\$988.63

Monthly Savings with TCG	(\$104.44)
% Savings	-12%
TCG Annual Savings	(\$1,253.24)

* Estimated

** All TCG rates are based on Peak Hours

There is a one time installation of \$1,000 for each TeleXpress Circuit

This quotation is valid for a period of 30 days. Additional equipment, vendor hardware, coordination and/or installation charges may be incurred to connect the TCG Detroit point of demark at the building's RJ jack to your specific telephone system interface.



AN ALTERNATIVE. With TCG, you'll never have to worry about your local phone lines going down. Because we're not just an alternative local phone company, we're a better local phone company. Our all-fiber network, now serving 37 major markets and over 200 communities, gives

TO LEARN ABOUT BACKING UP
YOUR LOCAL PHONE SERVICE
CALL 1 800 889 TCG

OR

WAIT FOR YOUR LINES
TO GO DOWN AND WRITE TO
THE ADDRESS BELOW

you 99.99+% uptime and is monitored 24 hours a day, 365 days a year. So we can identify and eliminate problems before you're even aware of them. Plus, we give you unparalleled access to the latest in voice, data and image communications, as well as significant savings over your current local phone company. We've been finding innovative and responsive solutions for major FORTUNE 500® companies for over 10 years and we can do the same for you. Give us a call today and we'll tell you more. Or, wait a little longer, and we'll look for your letter in the mail: TCG, 26 Lake Street, Ramsey, NJ 07446-9984.

The other local phone company.™

TCG

TELEXpress® SERVICE

Product Facts

TeleXpress® Service

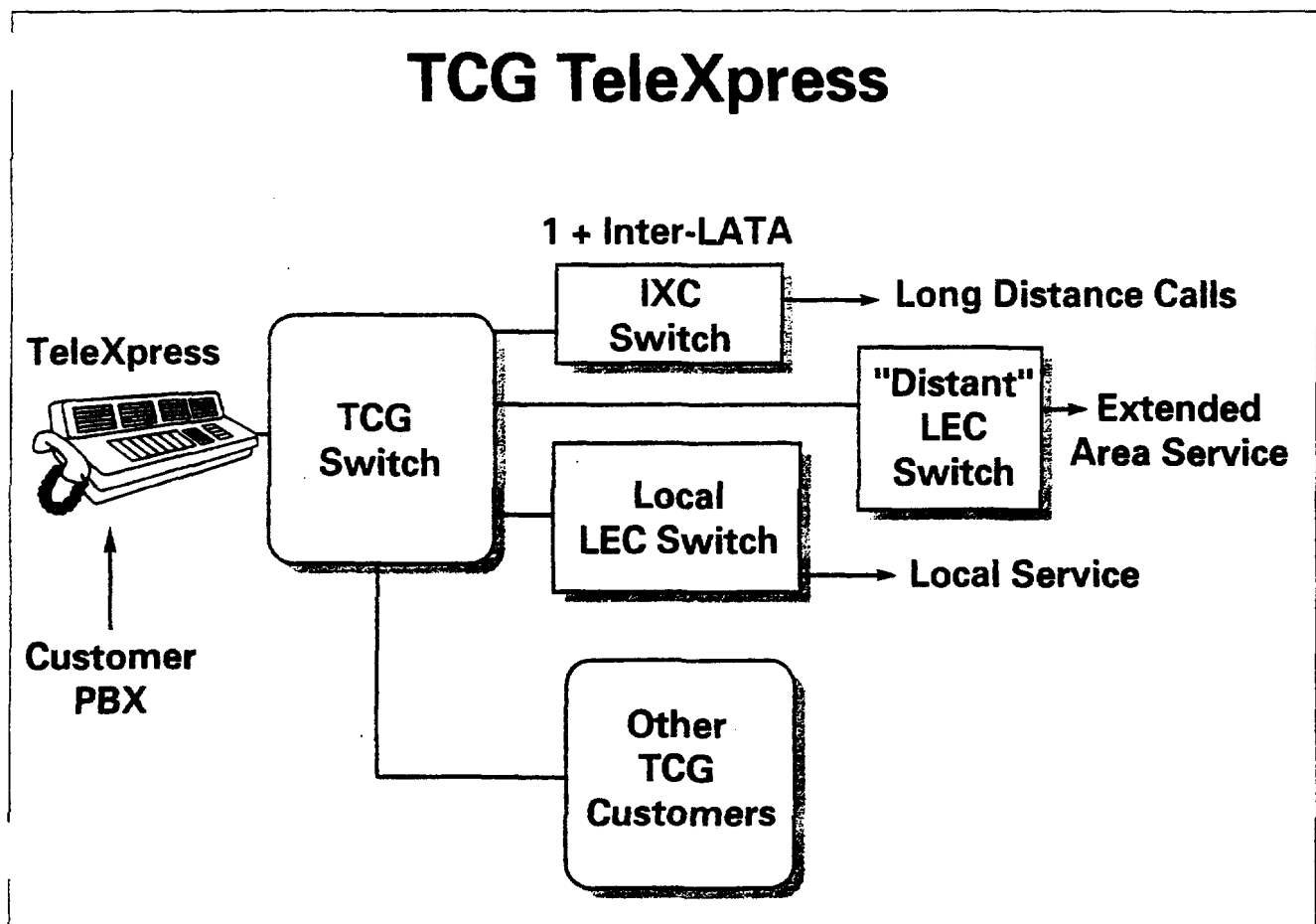
Reliable, disaster-resistant local and regional calling capability with access to your choice of long distance carriers.

If your company uses a PBX or PBX-like equipment, you can connect to TCG's fiber optic network using our TeleXpress facilities. Connections may be either digital or analog.

When you choose TeleXpress from Teleport Communications Group, you gain access to more than a network. You get state-of-the-art transport for all of your communications requirements (voice, data and video) on our digital backbone. This means

more than mere connectivity from point-to-point. Our digital backbone with its dual nodes and SONET architecture provides you with the peace of mind that comes from our unsurpassed better than 99.99% reliability and our 24-hour pro-active monitoring as well as the ability to continually adapt to changing technological environments.

TeleXpress offers reliable, disaster-resistant local and regional calling capabilities as well as access to the long-distance carrier of your choice. TCG's local and regional calling plans enable you to benefit from our very competitive pricing on these types of calls.



TELEXPRESS[®] SERVICE

CUSTOMER BENEFITS

Price:

The TCG network is engineered and configured to deliver the highest quality local services at the lowest possible cost. TCG's unique regional and local calling plans provide extremely attractive alternatives to similar calling plans offered by local exchange carriers.

Security:

The benefits of TCG's fiber optic network include alternative routing for increased network security; 24-hour performance monitoring on all circuits; unmatched availability; disaster avoidance planning. TCG's network features redundant fiber pairs in every route, automatic switching protection and electronic redundancy.

Diversity:

Disaster recovery planning is a sound business strategy for all essential telecommunications services.

TCG TeleXpress provides you with significant cost savings without having to give up any of the capabilities you have come to expect (Extended Area Service, Local Area Service, IXC connectivity, and more). The features you need, at a price that's right.

ABOUT TCG

Teleport Communications Group (TCG) is the nation's premier competitive local telecommunications provider. TCG's fiber optic network encompasses more than 250 communities from coast to coast, including the metropolitan areas of Baltimore, Boston, Chicago, Dallas, Denver, Detroit, Fort Lauderdale, Hartford, Houston, Indianapolis, Los Angeles, Miami, Milwaukee, New York, Omaha, Phoenix, Pittsburgh, Piscataway, San Diego, San Francisco, Seattle, St. Louis and West Palm Beach.

For over ten years, TCG has pioneered advances in enhanced local voice, data and image communications. Diversity, quality, reliability, responsive service, advanced technology and comprehensive service offerings - all at competitive rates - good reasons why businesses from coast to coast trust TCG with their vital local telecommunications.



For more information, call us at
1-800-889-4TCG, One Teleport Drive,
Staten Island, NY 10311-1011

TCG CENTREX

"A Shared PBX Service"

A flexible telecommunications solution for your business.

The vital role that telecommunications plays in your business makes it imperative that your phone system have the reliability, capacity, features and growth capability to meet your business needs today and in the future. But that's not as easy as it sounds. With hundreds of system and feature options available, as well as new technologies emerging each year, what is the best system for your business?

TCG Centrex offers a peace-of-mind solution that gives your organization total flexibility. Unlike traditional telecommunications systems where the switching equipment is located on your premises, TCG Centrex switch equipment is located off-site in TCG's Central Office. You order only the capacity and features that you need, and they are delivered over TCG's quality fiber-optic network.

THE ADVANTAGES OF TCG CENTREX OVER A PBX
TCG Centrex Service provides significant advantages over owning and operating your own PBX:

Cost Effective:

TCG Centrex customers do not have to purchase, lease or maintain their own switching equipment. Therefore, you don't need to pay for additional floor space, commercial power, heating or ventilation to accommodate this equipment. You also do not have to worry about the cost of system upgrades.

Reliable:

Only TCG Centrex offers built-in redundancy of switching, processing and networking components for unsurpassed reliability. TCG Centrex also offers an uninterrupted power supply and a self-correcting monitoring system.

Flexible:

TCG Centrex is completely flexible. Order features when you need them. Quickly add or delete telephone lines as business needs dictate without disrupting staff operations.

Multiple Site Support:

TCG Centrex can support your multiple business locations with a single system.

Expandable Service, On Demand:

As your business expands or your needs change, TCG Centrex will be there with the extra capacity and technological upgrades you need, when you need them.

Worry-Free:

Subscribe to the features you want and leave the rest to us. Whether it is system maintenance, moves, adds or changes, new technologies, or added capacity, TCG Centrex will handle the telecommunications, so you can focus on your business.

Ready For Tomorrow:

Technologies are changing rapidly in the '90s, particularly in the telecommunications industry. By offering leading edge technology, TCG Centrex can provide you with the latest software and hardware updates so your system never becomes obsolete.

REASONS FOR SELECTING TCG CENTREX SERVICE

By offering significant advantages over private PBX systems, TCG Centrex has become a viable communications solution that can be implemented in a variety of ways for any size company.

TCG Centrex can be used:

- As your primary telecommunications system
- To supplement your existing PBX system or enhance it with minimal investment
- To replace your existing PBX system or Centrex Service
- To provide diversity and protection from catastrophe as primary or back-up service.

Diversity:

With TCG Centrex, your business receives critical protection against catastrophic outages.

Network Quality:

TCG's all-fiber digital network delivers unsurpassed quality. Day in and day out, TCG operates at less than one errored bit in 100 billion - a remarkable achievement and benchmark for the entire industry. In addition, TCG switches provide state-of-the-art features and reliability.

Network Reliability:

Our network utilizes redundant electronics, so that if any particular component fails, an alternate is immediately in place thereby avoiding any disruption in service. In addition, our "self healing" backbone fiber-optic network in each city is made up of diversely routed cables, so that unexpected cable cuts won't affect service.

Responsive Customer Service:

When you need additional features, lines or services, TCG Centrex responds immediately with the caliber of customer service that has made us the nation's leading competitive local telecommunications company.

A FULL MENU OF STANDARD FEATURES FOR INCREASED BUSINESS EFFICIENCY

TCG Centrex Service offers an extensive menu of *standard features* - all designed to provide additional telecommunications control, flexibility, increased efficiency and cost savings. A representative sample of standard features includes:

Add-On Conferencing:

Easily add a third party to your call without going through the attendant.

Call Forwarding, Busy Line:

When your calls reach a busy signal, they are automatically forwarded to another line.

Call Forwarding, Don't Answer:

After a preselected number of rings, incoming calls can be rerouted to another station. Eliminates end-less ringing, no answer, and reduces abandoned calls.

Call Pick-Up and Hold:

Lets you answer a ringing phone in another office by dialing a simple code.

Call Transfer:

Transfer calls without attendant assistance.

Call Waiting:

An audible tone alerts you to a call on your other line. Now you have the choice of putting the original call on hold while you answer the second line.

Centralized Answering:

Select a station as the centralized answering point for incoming calls to your main number. TCG Centrex also makes it easy to change this station as your business needs change.

Conference Calling:

A feature available to individual lines that allows a customer to establish a voice connection between that line and two other lines.

Direct Inward Dialing (DID):

Lets callers reach extensions without going through the attendant.

Direct Outward Dialing (DOD):

No more waiting for a free line when you're dialing out. Pick up the phone and dial; DOD finds the line for you.

Intra-Office Communications:

Save time with direct communications to anyone in the system.

Line Hunting:

Calls to busy numbers are automatically rerouted to any preselected phone number in the system. Callers won't get busy signals and your business won't miss calls.

Night Connection:

You don't need to switch to night service since all lines are connected 24 hours a day.

Speed Calling:

Allows a user to dial selected numbers using fewer digits than normally required. One- and two-digit speed-calling lists are available.

Station Message Detail Recording:

You're automatically provided with an accurate record of all toll calls made by each line. This enables your company to more effectively monitor and control telephone costs.

TCG CENTREX: HOW IT WORKS FOR YOU

Full Range of Services:

TCG Centrex Service includes analog lines, digital voice-only services with multiple line appearances and customized billing and reporting. Circuits are provisioned from TCG's high-quality switch through our local fiber-optic network to a remote switching unit.

We assume total responsibility for switch maintenance, switch UPS (Uninterrupted Power Supply), system upgrades, and new features and functionality.

Easily Accessible Features:

Today's most desirable features are available for each telephone in your business. A representative sample of optional features includes:

Your employees can dial outgoing calls and receive incoming calls directly at their own desks without going through an attendant. Telephone sets may be either leased or purchased from TCG.

TCG Centrex customers may also select voice messaging, customer-controlled Recent Change and Automatic Call Distribution (ACD). In addition, you may purchase DS1 access to the interexchange carriers for the delivery of your long distance traffic or you may utilize 1+ dialing.

Moves, Adds and Changes:

With TCG Customer System Administration, moves, adds and changes are easy to make and won't disrupt your business. Customers can move stations from one location to another and modify features on sets.

Cost-Effective Upgrade for PBX Users:

TCG Centrex is a Central-Office-based service which offers PBX users an alternative to either expanding or replacing an existing PBX when additional capacity or new services are required. TCG Centrex lines can be added alongside PBX lines and be integrated with existing PBX services. TCG Centrex also makes it easier for PBX users to add newer, more advanced services such as Automatic Call Distribution and ISDN without upgrading the PBX.